

Marconix Sales Solutions Private Limited

<https://marconix.in/job/inside-sales-specialist/>

Inside Sales Specialist

Description

Inside Sales Specialist | Education Sales

Role Overview:

As an Academic Counsellor, you will play a key role in guiding students and parents to choose the right programs. You will be responsible for understanding student needs, recommending suitable courses, and ensuring a smooth enrolment and onboarding experience.

Key Responsibilities:

Counsel students and parents regarding TejasNext's courses and offerings.

Understand learning needs and academic goals to suggest appropriate programs.

Handle inbound and outbound calls to reach out to potential leads.

Convert leads into enrolment through effective communication and consultative selling.

Maintain detailed records of interactions and follow-up activities.

Collaborate with internal teams to ensure student satisfaction and retention.

Achieve weekly and monthly enrolment targets.

Requirements:

Bachelor's degree in any discipline (Education or Sales background preferred).

2-4 years of experience in counselling, inside sales, or EdTech.

Excellent communication and interpersonal skills.

Proficiency in English and Hindi is mandatory. (Malayalam and Assamese preferred)

Strong persuasion and problem-solving abilities.

Willingness to work from the HSR Layout, Bengaluru office, 6 days a week.

What We Offer:

Competitive salary and attractive incentives.

Growth opportunities within fast growing leading EdTech organization.

Vibrant and collaborative work culture.

Chance to make a real difference in students' learning journeys.

Hiring organization

Marconix Sales Solution Private Limited

Employment Type

Full-time

Job Location

HSR Layout, Bengaluru, Karnataka, India

Base Salary

₹ 2,40,000 - ₹ 3,00,000

Date posted

September 21, 2026

Pay: ₹240,000.00 – ₹300,000.00 per year

Benefits:

- Health insurance
- Paid sick time
- Provident Fund

Work Location: In person